

Massachusetts Division of Insurance
Quarterly Report of Membership in Health Maintenance Organizations
as of March 31, 2004¹

COMPARISON OF 1st QUARTER MEMBERSHIP TO LAST TWO QUARTERS
(REVISED NOVEMBER 2004**)

	3rd Quarter 2003 ² Members at End of Quarter	4th Quarter 2003 ² Members at End of Quarter	1st Quarter 2004 Members at End of Quarter	Member Change 4th Qtr. 03 to 1st Qtr. 04	Percent Change 4th Qtr. 03 to 1st Qtr. 04	1st Quarter 2004 Share of Massachusetts HMO Market
Aetna Health Inc.	13,423	12,270	11,350	(920)	-7.50%	0.5%
CIGNA HealthCare of Massachusetts, Inc. ³	34,310	32,526	23,391	(9,135)	-28.09%	1.1%
ConnectiCare of Massachusetts, Inc.	7,991	8,619	9,202	583	6.76%	0.4%
Fallon Community Health Plan, Inc.	177,542	178,138	170,961	(7,177)	-4.03%	8.1%
Great-West Healthcare of Massachusetts, Inc. ⁴	393	283	124	(159)	-56.18%	0.0%
Harvard Pilgrim Health Care, Inc.	534,692	530,785	518,758	(12,027)	-2.27%	24.7%
Health New England, Inc.	62,580	63,054	63,606	552	0.88%	3.0%
HMO Blue ⁵	660,818	679,717	710,764	31,047	4.57%	33.8%
Neighborhood Health Plan, Inc.	116,247	116,436	113,048	(3,388)	-2.91%	5.4%
Tufts Associated HMO, Inc. ⁶	525,246	509,291	476,982	(32,309)	-6.34%	22.7%
UnitedHealthcare of New England, Inc.	2,141	2,027	1,857	(170)	-8.39%	0.1%
Totals	2,135,383	2,133,146	2,100,043	(33,103)	-1.55%	100.0%

¹ Information reported by HMOs as of the end of the first quarter of 2004 based upon the Massachusetts Division of Insurance's "Guidelines for Reporting Membership & Utilization Statistics - Version 2.0" that instructs HMOs to exclude members for whom the HMO did not bear any financial risk. **Beginning January 1, 2004, membership reflects those persons enrolled only in closed network plans; so-called "dual certificate option" plan (POS) members and insured preferred provider plan members are not included in this report.**

² Membership reflected has been amended to only include members enrolled in closed network plans; so-called "dual certificate option" plan (POS) members and insured preferred provider plan members are not included.

³ The carrier notified the Division on May 14, 2004 that it would discontinue marketing all small group and nongroup health benefit plans on June 23, 2004 and begin non-renewing business as of December 1, 2004.

⁴ One Health Plan of Massachusetts, Inc. changed its name to Great-West Healthcare of Massachusetts, Inc. effective July 21, 2003. The carrier notified the Division on September 6, 2002 that it would discontinue marketing all group business on October 7, 2002 and begin non-renewing business as of May 1, 2003.

⁵ A line of business of Blue Cross and Blue Shield of Massachusetts, Inc.

⁶ Doing business as Tufts Associated Health Plan and as Tufts Health Plan.

** Report has been updated to reflect revised membership information reported by ConnectiCare of Massachusetts, Inc. for the 1st Quarter 2004.